

Message Text

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PAGE 01 TEHRAN 04486 110549Z
ACTION NEA-11

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FM AMEMBASSY TEHRAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8273

UNCLAS TEHRAN 04486

E.O. 11652: N/A
TAGS: BDIS IR
SUBJ: TRADE DISPUTE: HARRELSON RUBBER CO., ASHEBORO, NC., VS.
IRAN BORNA INDUSTRIAL CO., LTD. P.O. BOX 14/1332, TEHRAN, IRAN
REF: USDOC 08149

AN EMBASSY REPRESENTATIVE HAD LONG DISCUSSION WITH NOUROLLAH
ELGHANIAN.
FOLLOWING ANSWERS WERE OBTAINED FROM HIM:

1. IRAN BORNA INDUSTRIAL COMPANY, OLD KARAJ ROAD, OPP. NOUZOHOUR
PAPER
FACTORY, P.O. BOX 14/1332, STILL ACTIVE IN TIRE RECAPPING ACTIVITIES.
NAME OF ITS MANAGING DIRECTOR IS M.T. MESFOROUSHAN.
2. IT BUYS UNCURED SYNTHETIC RUBBER FROM W. GERMANY.
3. CONCERN'S ANNUAL PURCHASE OF UNCURED SYNTHETIC RUBBER IS ABOUT
150,000 DOLLARS. ELGHANIAN, HOWEVER, STATES THAT IRAN BORNA CURRENTLY
NEGOTIATING A MERGER WITH CUPLEX COMPANY, ANOTHER LOCAL RECAPPING
PLANT.

IF THIS GOES THROUGH, BOTH FIRMS ANNUAL PURCHASE WOULD PROBABLY
EXCEED 300,000 DOLLARS.

4. IRAN BORNA NOT QUITE SATISFIED WITH THE QUALITY OF ITS
W. GERMAN SUPPLIER, ALTHOUGH THEY ARE HAPPY WITH THEIR SERVICES.
IRAN BORNA IS INTERESTED IN REESTABLISHING BUSINESS RELATIONSHIP
WITH HARRELSON.

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5. ELGHANIAN BELIEVES IRAN BORNA SHOULD SETTLE ACCOUNT BY
PAYING TWO-THIRD OF TOTAL INVOICE VALUE ON INSTALLMENT BASIS.
6. ELGHANIAN INTENDS LEAVE IRAN FOR US BY MAY 20TH. HIS
PRESENT ADDRESS IS ALUMINUM BLDG., SHAH AVENUE, TEHRAN.
SULLIVAN

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Message Attributes

Automatic Decaptioning: X
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Draft Date: 11 may 1978
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Original Previous Classification: n/a
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